



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday March 5, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – February 5, 2009
- 3.0 Unfinished Business
 - 3.1 Continued Discussion Regarding Course Monitor Responsibilities
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Sussex County Association of Realtors
 - 4.2.1.1 Course Title: Closing Techniques that Open the Door to Success
Credit Hours: 3
 - 4.2.1.2 Course Title: Maximizing Your Strategies
Credit Hours: 3
 - 4.2.1.3 Course Title: Communication: The Key to Selling
Credit Hours: 3
 - 4.2.1.4 Course Title: Financing in a Tight Market
Credit Hours: 3
 - *4.2.1.5 Course Title: Short Sales – Pitfalls & Practice Tips
Credit Hours: 3
 - *4.2.1.6 Course Title: HERA – Housing & Economic Recovery Act 2008
Credit Hours: 3

*4.2.1.7 Course Title: Green Designation

Credit Hours: 9

4.2.2 Course Provider: Delaware Association of REALTORS

4.2.2.1 Course Title: GRI 501: Professional Development

Credit Hours: 15

4.2.3 Course Provider: New Castle County Board of REALTORS

4.2.3.1 Course Title: Environmental Issues & the Real Estate Transaction

Credit Hours: 3

4.2.3.2 Course Title: Reverse Mortgage & Reverse Purchase Basics

Credit Hours: 2

4.2.4 Course Provider: 1031 Corp. / First American Exchange Company

4.2.4.1 Course Title: Section 1031 Tax-Deferred Exchanges

Credit Hours: 3

*4.2.5 Course Provider: Association of Realtors School

4.2.5.1 Course Title: Residential Elective – Green Designation

Credit Hours: 7

4.2.5.2 Course Title: CRS 206 Technologies to Advance Your Business

Credit Hours: 15

*4.2.6 Course Provider: Sterling Education Services

4.2.6.1 Course Title: Commercial and Residential Evictions

Credit Hours: 8

4.3 Review of Instructor Applications

4.3.1 Larry Tims

Continuing Education: Legislative Update/Salesperson Core Course/Broker
Core Course/Professional Enhancement: Fair Housing Law/Real Estate
Ethics/Standard Forms/Environmental/Sales/Disclosure/Diversity/Listing/
Investment/Inspection/Valuation Risk Management/Multiple Offers/ GRI
201: Financial Fundamentals

Pre-Licensing Course: Orientation/Real Estate Sales/Real Estate Mathematics

Broker's Course: Brokerage (Sales Management)

4.3.2 Cristofer Scott Kidner

Continuing Education: Legislative Update

4.3.3 Susan Haviland

Continuing Education: Professional Enhancement: Reverse Mortgages for Real
Estate Professionals

4.3.4 Robert Andress

Continuing Education: Professional Enhancement: Reverse Mortgage Lending
Guidelines

4.3.5 Margaret McDonnell

Continuing Education: Legislative Update/Professional Enhancement: Section
1031 Tax Deferred Exchanges

*4.3.6 Melanie McLane

Continuing Education: Professional Enhancement: RSPS Resort and Second
Property Specialist/Green Designation Course core & Residential Elective/
SRES Seniors Real Estate Specialist/eBuyer REBAC elective ABR course
Broker's Course: Valuing Real Property/Financing/Ethics

*4.3.7 Ruth King

Continuing Education: Legislative Update/Professional Enhancement: Ethics
Broker's Course: Ethics

- *4.3.8 Warner Clark
Continuing Education: Professional Enhancement: Basic Flood Insurance Training
- *4.3.9 Suzanna Bramhall
Continuing Education: Legislative Update/ Salesperson Core Course/Professional Enhancement: Cultural Diversity/Expand Your Market Go Global/Housing Issues: Home from Work/Employer Assisted Housing/Ethics
- *4.3.10 William Schab
Continuing Education: Professional Enhancement: Contract Law
- *4.3.11 James Newcomb
Continuing Education: Professional Enhancement: Home Inspections/ Real Estate Environmental Issues/Mold Inspections and Testing/Septic System Inspections and Regulations
- *4.3.12 Richard Cross
Continuing Education: Legislative Update/Agency Relationships and Responsibilities/Property Management Courses/Professional Enhancement: Commercial and Residential Evictions
- *4.3.13 Gary Seitz
Continuing Education: Legislative Update/Professional Enhancement: Commercial and Residential Evictions
Pre-Licensing Course: Real Estate Law
Broker's Course: Legal and Governmental Aspects of Real Estate
- *4.3.14 Ronald Smith
Pre-Licensing Course: Real Estate Law
Broker's Course: Legal and Governmental Aspects of Real Estate
- *4.3.15 Carol Burns
Continuing Education: Salesperson Core/ Professional Enhancement: Real Estate ethics or Professional Standards/Agency Relationships & Responsibilities
Pre-Licensing Course: Real Estate Sales

4.4 Review Student Requests for Approval of Educational Activity

- 4.4.1 Student Name: Allison Bateman
Activity Title: "Does it Pencil"
Credit Hours: 12
- 4.4.2 Student Name: Rick Monkman
Activity Title: "Does it Pencil"
Credit Hours: 12
- 4.4.3 Student Name: Eliot Dalton Jr.
Activity Title: CI 101: Financial Analysis for Commercial Investment Real Estate
Credit Hours: 30
- *4.4.4 Student Name: Darron Whitehead
Activity Title: Introduction to Commercial Investment
Credit Hours: 1
- *4.4.5 Student Name: Pamela Witsil
Activity Title: Nar's Green Designation Core Course
Credit Hours: 15

Real Estate Education Committee

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- 5.0 Correspondence
- 6.0 Other Business before the Committee (for discussion only)
- 7.0 Public Comment
- 8.0 Next Meeting – April 2, 2009, 9:30 a.m.
- 9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.